


L Number	Hits	Search Text	DB	Time stamp
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3	307	706/14	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 18:51
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5	385	706/12	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 18:54
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3	1734	inventory and sales and delivery and demand	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 10:37
4	686	inventory and sales and delivery and demand and planning	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 10:38
5	686	inventory and sales and delivery and demand and planning and inventory	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 10:39
6	606	inventory and sales and delivery and demand and planning and inventory and location	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 10:39
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12	76	(transaction and management and merchandise and planning and support) and @ad<20001108	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 12:00
13	1	"merchandise planning support" and computer	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 11:56
14	5	marketmax	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM TDB	2003/12/11 11:59

15	0	"merchandise palnning" and computer	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/12/11 12:00
16	38	"merchandise planning" and computer	USPÄT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/12/11 12:00
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## Detailed Solution Report

### Pipeline -- Retail Resource Planning by Retail Pipeline Integration

#### Overview:

In a nutshell, Retail Resource Planning is a model of the business inside a computer. It is a single, accurate, up-to-date picture of the future.

It provides unprecedented visibility and unprecedented control of the business.

Who would be opposed to translating the single plan into the language of each department - units for replenishment, dollars for finance, space for distribution, and weight & cube for transportation?

Who would disagree with the idea of keeping the plans up-to-date with the most recent on-hand balances from the stores and distribution centers, the latest POS, and the most recent forecasts?

If you described Retail Resource Planning to someone who knew nothing about retail, they'd say, "Don't retailers do that no only logical way to run the business." This is why Retail Resource Planning is where retail is going.

A Retail Resource Planning system is a multi-echelon, multi-channel planning system generating a single integrated resource matrix. This resource matrix contains the merchandise plans, space plans, capacity plans, transportation plans, and financial plans organization.

All this is possible because Retail Resource Planning works at the "atomic" level - a forecast is created for each product at each store. These forecasts are then used to drive the rest of the supply chain through a multi-echelon or "cascading" approach.

Multi-echelon means the same system is used to plan stores, distribution centers, etc.

Another difference is that Retail Resource Planning provides visibility not available from the systems used at most retail stores. Show me more on visibility.

Multi-channel means the system is capable of handling DC to store, supplier to DC, supplier to store, and so on for different products and also for the same product at different points in time. Show me more on multi-channel capabilities.

A single integrated resource matrix means the numbers in the merchandise plans, space plans, capacity plans, transportation plans and financial plans were all derived from the same base set of numbers.

Retail Resource Planning is a natural fit with CPFR (Collaborative Planning Forecasting & Replenishment). What's the connection?

We are an unusual combination of business process thought-leaders and breakthrough software developers.

As thought leaders, we have an unparalleled track record for innovation and success. We pioneered the first use of Distribution Resource Planning over 25 years ago and the first use of these business practices in retail over 10 years ago.

As software developers, we did what no other software company was able to do - create Retail Resource Planning software handling the massive data volumes at store-level. See the explanation of our patented methods for more on our technical leadership.

Consequently, our products include:

- Education and training on Retail Resource Planning by the thought-leaders in the field.

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### Merchandise Planning - 80% Job Placement!

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### Marketmax - News Releases

... Burlington Coat Factory Applies Marketmax **Merchandising to Support** Unique Store ... 6

March **2000**, Marks & Spencer Selects Marketmax for **Merchandise Planning**. ...  
[www.marketmax.com/staging/0901/news/releases.html](http://www.marketmax.com/staging/0901/news/releases.html) - 47k - Dec 10, 2003 -

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#### Retail Store Design: Trio

Premiere retail store design firm for stores large and small.

[www.trioplay.com](http://www.trioplay.com)

Interest:

### MarketMax - Press Releases

... marketing, performance analysis and financial **planning** capabilities for a major

**merchandising** initiative that ... and inventory controllers in **support** of the ...

[www.marketmax.com/news/2000412b.htm](http://www.marketmax.com/news/2000412b.htm) - 27k - [Cached](#) - [Similar pages](#)

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#### Retail Systems

Merchandise Planning process and Decision Support improvement.

[www.jafsystems.com](http://www.jafsystems.com)

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#### Merchandise Planning

Find Solutions for Your Business

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[www.KnowledgeStorm.com](http://www.KnowledgeStorm.com)

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### Planogram Software for shelves, pegboard, slatwall, merchandising ...

... sales people, buyers, distributors, **merchandise** planners, and ... Logical **Planning** Systems

is a privately owned company ... along with the best **support** and service ...

Description: Planogram software for creating shelf, peg and slatwall displays.

Category: Computers > Software > Retailers > Productivity

[www.shelflogic.com/](http://www.shelflogic.com/) - 20k - Dec 10, 2003 - [Cached](#) - [Similar pages](#)

### The Third Annual Merchandise Planning Symposium

... **Planning** Techniques for the Year **2000** and Beyond ... will describe the interaction of **merchandise planning** and several key decision **support** processes such ...

[www.retailsystems.com/Confexpos/RS98/sessions/merchplanning.html](http://www.retailsystems.com/Confexpos/RS98/sessions/merchplanning.html) - 9k - [Cached](#) - [Similar pages](#)

### Planalytics

... Costs. Oct. 30, **2000**, Sears, Roebuck and Co. Selects Planalytics'

Impact LR to **Support Merchandise Planning** and Allocation. Oct. 24 ...

[www.planalytics.com/app/corp/start.jsp?j=news](http://www.planalytics.com/app/corp/start.jsp?j=news) - 22k - [Cached](#) - [Similar pages](#)

### Interim 2000

... Compass Software Group Plc, the **merchandise planning** specialist, announces ... per share on AIM on 12 July **2000**. ... a leading supplier of decision **support** software to ...

[www.compass-software.co.uk/compass/news\\_events/press\\_releases/fin01interim2000.htm](http://www.compass-software.co.uk/compass/news_events/press_releases/fin01interim2000.htm) - 101k - [Cached](#) - [Similar pages](#)

### Retail/POS Software - Marketmax Integrated Merchandise Planning ...

... Marketmax Integrated **Merchandise Planning** Solution 2002. ... web-architected and highly scalable enterprise **planning** and optimization ... Hardware/Software **Support**. ...

[www.softscout.com/A556CC%5Csoftscout.nsf/0/CB11BB0DE1D4297986256BAE0050D9CC?OpenDocument](http://www.softscout.com/A556CC%5Csoftscout.nsf/0/CB11BB0DE1D4297986256BAE0050D9CC?OpenDocument) -





- Consulting expertise to tailor the Retail Resource Planning concepts to your organization.
- Breakthrough software for Retail Resource Planning.

## Product Summary

**Mode of Delivery:** Available as either a Packaged Application or Hosted Application (ASP)

**Solution Classification:** Store Planning  
Retail and Wholesale (Integrated)  
Merchandising  
Grocery And Drug Stores  
General Merchandise - Discounters  
Enterprise Retailing

**Distinguishing Features:** Store-level Forecasting

The store-level forecasting system was designed from a clean sheet of paper for forecasting. The algorithm is based on our 30+ years of working with these types

- Statistical calculations for seasonality and trend
- Ability to handle low-volume products
- Highly-seasonal products
- Holidays that are different from year to year
- Logic to preserve spikes in demand around holidays
- Product grouping i.e. cigarette packs and cartons
- Evaluates display sizes based on service level objectives
- Forecast consumption
- Ability to make the future different from the past

Store-level & DC-level replenishment

The store-level and DC-level replenishment system uses an innovative approach

Unlike traditional replenishment systems for retailers, a single multi-echelon system to replenish both stores and distribution centers. A dependent demand calculation give the most accurate picture of demand at the distribution centers accounting for inventory at the stores, future shelf resets, and so on.

The system was designed from a clean sheet of paper to meet the specific needs of retailers. Unlike many time-phased planning systems, this is not a system design for manufacturers and then later adapted for retail.

- Multi-echelon
- Multi-channel
- Specialized logic for low-volume products
- Promotion recalculation
- End-of-season logic for highly seasonal products
- Specialized logic for product groups
- Available-to-Promise
- Assemblies
- Calculates order forecasts for CPFR

Allocation:

- Integrated calculation to reduce planned shipments to match available inventory
- Integrated calculation to push excess inventory to the stores
- Innovative calculation to re-plan the products in limited supply

Capacity Planning

A single set of numbers is used by both operations and finance. The operational

are translated into the language of each department and presented as a series of projections. For example, the planned shipments are translated into picking and hours to provide capacity planning at the distribution centers as well as the store:

And because these operational projections are developed from the "atomic" level projections are available for any grouping of products at any grouping of stores or centers.

The following types of capacity plans can be created with visibility up to a year in future:

- Picking and receiving hours.
- Weight and cube between any two locations.
- Space Planning in terms of cube - for example the amount of projected cube in storage for a distribution center or store.

Planning: financial, capacity, transportation, space

A single set of numbers is used by both operations and finance. The operational are translated into the language of finance and presented as a series of financial. These financial projections include any discounted prices, discounted purchase or existing inventory levels, and so on.

And because these financial projections are developed from the "atomic" level up projections are available for any grouping of products at any grouping of stores or centers.

The following financial projections can be created with visibility up to a year into the future:

- Sales forecast.
- Projected purchases.
- Projected inventory levels.
- Projected gross margins.
- Projected open-to-buy (an improved version of open-to-buy).

#### **Target business size:**

Greater than 500 users  
100-500 users  
Less than 100 users

#### **Pricing details:**

\$100,000 to Indefinite  
**Notes:** Pricing varies based on number of stores.

#### **Operating Environment**

##### **Operating Systems Supported:**

OS/400  
Windows XP/2000/NT  
Linux  
Windows 95/98/ME  
AIX  
SCO UnixWare  
Solaris/Sun OS

##### **Databases Supported:**

Informix  
IBM DB2  
Oracle RDB  
Oracle

##### **Networks Supported:**

(Not Applicable)

##### **Programming Languages Supported:**

Java  
(Not Applicable)

##### **Middleware Supported:**

J2EE Application Server

Other Middleware  
 Other J2EE Application Server  
 Other Application Server  
 WebSphere  
 WebLogic

## Implementation, Training, and Support

### Implementation Description:

IT Provider installation and configuration  
 IT Provider assistance in configuration  
 Customer installation and configuration

**Notes:** Consulting, as we practice it, is a catalytic activity. Only your people can take the concepts of Retail Resource Planning into a set of revised business processes: assortment changes, promotions, supplier negotiation, transportation planning, a planning & integration.

We act as the catalysts to make that process happen better, faster, and at less cost.

The focus of our consulting approach is ownership. Your people "own" the new process because they created them.

### Training Description:

Self-managed training - little or no assistance is required.

**Notes:** Conceptual Understanding, Business Process Redesign, and Software-specific Training. Conceptual understanding is the why. Retail Resource Planning is fundamentally different from the types of business processes and systems retailers use today.

So it's not part of people's work experience.

Process redesign is the adaptation of the concepts to your company. This can or cannot be done by your people. An outsider may know the concepts, but he or she does not know your company and your business.

Process redesign doesn't require a lot of people's time. In most organizations, people make time for this activity.

Training is the how. Conceptual understanding and process redesign need to precede software-specific training. Understanding the mechanics of a piece of software will improve the bottom line if there isn't agreement on the objectives and the new business processes.

#### The Single Most Important Factor

The military doesn't put someone into an F-16 fighter jet before they have an understanding of how the airplane works. Maybe that's because the aftermath of an F-16 flown by a trained pilot is hard to misinterpret. However, the business processes and systems that manage a retail organization do not "crash and burn" in a similar way.

A study by the Oliver Wight organization years ago showed the differences between companies getting a 25% ROI (Return On Investment) from the implementation of new types of systems and the companies getting a 200%+ ROI. The companies with the higher ROI put twice as much into the conceptual understanding, process redesign, and their people.

It's also worth mentioning that this doesn't have to be expensive. In fact, it's one of the less expensive elements of any implementation.

### Support Description:

E-mail support - questions can be sent directly to a support staff for review.

Telephone support - calls can be placed directly to a support staff.

On-site support - a representative from the IT Provider/Reseller can come to the site.

## Collateral and Market Research

**Product URL:** http://www.retailpipeline.com/index.htm

ASP Information

**Application support provided by:** The IT Provider

**Data security, availability and reliability details:** Please contact us directly with any questions regarding data security, availability reliability.

**Service Level Agreement (SLA) offering:** Yes  
**Notes:** We typically work with client companies under a consulting contract for implementation, training, and support.

**Additional hardware or software requirements:** No

General Information

**Source code for this product is:** Available for purchase

**Software customization options:** Application modification can be provided by this company

**Available Languages:** French  
English

**Is this software listed under GSA contract?** No

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